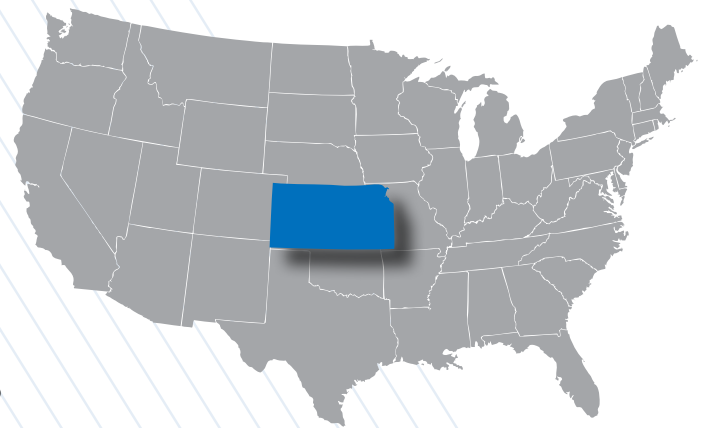


Mid-America Manufacturing Technology Center (MAMTC)

MAMTC provides measurable productivity and profitability gains to manufacturers throughout Kansas. As a not-for-profit organization, MAMTC's experts bring unbiased recommendations and world-class techniques to manufacturing, printing and distribution companies.

MAMTC's 20/20 vision focuses on 20 percent growth and 20 percent cost reductions to keep manufacturing companies competitive and communities thriving. MAMTC's key business areas include: lean enterprise, quality management / ISO, Six Sigma, growth strategies, human resources, plant layout, leadership development, marketing, technology / automation, environmental compliance, business planning and supply chain management. MAMTC is an affiliate of the National Institute of Standards and Technology-Manufacturing Extension Partnership (NIST-MEP) and the Kansas Department of Commerce.



For more information, contact

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Kansas MEP CLIENT IMPACTS

Impacts are based on clients receiving service in FY2012

Total Increased/
Retained Sales



\$61.6 Million

Total Increased/
Retained Jobs



483

New Client
Investments



\$28.9 Million

CLIENT SUCCESS: ALLITE

“Innovation Engineering was extremely helpful to our business. Undergoing MAMTC’s process helped us identify ways to streamline operations and reduce redundancy. That process has narrowed our focus to core competencies and helped increase profitability. Our business needed more structure to develop innovation and MAMTC assisted immensely with this discovery.”

Thomas J. Smith, CEO

Innovation Services Lead to Increased Sales, New Jobs

Alltite, of Wichita, Kansas, provides full service technical bolting services for heavy industries including torque services, tensioning services, ultrasonic bolt measurement, torque verification and engineered solutions. Additionally, Alltite sells and rents tools and offers technical training. The company currently employs 15 people.

Situation:

The company was looking for help in identify how to improve. They called upon the Mid-America Manufacturing Technology Center (MAMTEC), a NIST MEP affiliate. They completed a Value Stream Mapping project to identify areas for improvement, which revealed two processes that could be altered for increased efficiency: sales quoting and order to invoice. The company developed a standardized quoting template and then a sales review process to coordinate all the facets of each job, facilitate more accurate billing and improve overall communication. After improving their sales and invoicing systems, the company was ready to do more. The company was overwhelmed by ideas, and needed a way to evaluate, prioritize, and execute them strategically. MAMTC took Alltite through an intensive three day innovation engineering process to learn a systematic way to create sustainable growth through innovation.

Solution:

Doing a SWOT analysis, the company identified their strengths and weaknesses and created a project framework to focus on innovation and implementation. Alltite created an executive committee to identify the top five ideas and identify how to implement them and with what resources. The committee meets monthly to ensure that projects are moving forward. Alltite customers are often in remote areas that aren't easily accessible by commercial airlines. The company identified alternative transportation more economical for their business model allowing them to visit more customers in a shorter amount of time while also increasing customer service.

Additionally, they are using the innovation engineering framework to manage the company's growth. Innovation services helped them better identify the best profit opportunities to grow the company.

Results:

- * Created 4 new jobs
- * Increased sales by \$1.5M
- * Reduced costs by \$45,000
- * \$530,000 capital investment
- * Developed a strategic process to manage innovation and growth

Created 4 new jobs